

M e m o r a n d u m

To: Panel Members Date: September 22, 2006

From: Dolores Kendrick, Manager Analyst: M. Paccerelli

Subject: Proposed Amendment Number 3 for **EL CLASIFICADO**

CONTRACTOR:

- Training Project Profile: Retraining: Companies W/Out-Of-State Competition
- Legislative Priorities: Moving To A High Performance Workplace
- Type of Industry: Manufacturing
- Repeat Contractor: Yes
- Contractor's Full-Time Employees:
 - *Worldwide:* 70
 - *In California:* 70
- ETP Trainees Represented by Union: No
- Name and Local Number of Union Representing ETP Trainees: N/A

CONTRACT:

- Program Costs:
 - Present Program Costs:** \$29,480
 - Amendment Program Costs +:** \$20,240
 - Total Program Costs:** \$49,720
- Substantial Contribution:
 - Present Contract Contribution:** \$0
 - Amendment Contribution +:** \$0

Total Contributions: \$0

- Total ETP Funding: \$49,720
- In-kind Contribution:

➤ *Total Contribution*

Present Contract: \$28,248

Amendment: \$45,728

➤ *Trainee Wages Paid During Training*

Present Contract: \$28,248

Amendment: \$45,728

➤ *Other Contributions:*

Present Contract: \$0

Amendment: \$0

- Reimbursement Method: Fixed-Fee
- County(ies) Served: Los Angeles
- Average Cost per Trainee \$440
- Range of Hourly Wages at Retention: \$12.90 - \$50.96
- Health Benefits: \$0.93 per hour
- Occupations to be Trained: Accounting Staff, Sales Representative, Administrative Staff, Distributors, Editorial Staff, Information Technology Staff, Marketers, Production Workers, Manager, Supervisor
- Training Menu: Continuous Improvement, Business Skills, Computer Skills
- Range of Hours: 8 to 56
- Turnover Rate: 5%

INTRODUCTION:

El Clasificado is a Spanish-language publication company. The Panel approved this Small Business Project in June 2005 to assist in the retraining of 67 trainees. The current Agreement contains a variable training plan allowing a range of 8 to 56 hours per trainee with a weighted average of 22 hours. Some trainees also received up to 8 hours of computer-based training.

Company representatives stated that they underestimated the average hours of instruction for its employees to become competent. As a result, the current funds have been exhausted. Therefore, El Clasificado is requesting an additional \$20,240 for a second Phase in this Agreement to retrain 46 trainees (11 trainees who did not receive training in Phase 1 and 35 trainees who completed training and retention in Phase 1 and require additional training).

To allow for the completion of the Phase II training, the Contractor is also requesting to extend the contract term to 24 months to end on July 4, 2007.

This Amendment will also change the Contractor's address to its new corporate headquarters in Norwalk, California.

ACTIVE PROJECTS:

The following are current project statistics:

ACTIVE PROJECTS						
Agreement Number	Agreement Amount	Term	Planned Number To Be Retained	Number Enrolled	Number Completed Training	Number Retained For 90 Days
ET06-0100	\$29,480	07/05/05 – 10/04/06	67	56	56	45